

Message Text

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PAGE 01 BELGRA 05651 200749Z
ACTION EB-08

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UNCLAS BELGRADE 5651

E.O. 11652: : N/A
TAGS: EINV, BEXP, YO
SUBJECT: CARBORUNDUM'S INTEREST IN YUGOSLAV JOINT VENTURE

TO VIEGINIA YORIO FOR J.S. WALKER, USYEC
GENERAL ELECTRIC COMPANY
570 LEXINGTON AVE.
NEW YORK, NY 10022
TELEX: RCA 234 698

DEAR JIM: MAGNOHROM OF KRALJEVO EXPRESSED INTEREST IN HEARING
FURTHER FROM CARBORUNDUM ABOUT THEIR INTEREST IN A FIBERFRAX
JOINT VENTURE. I BELEIVE MAGNOHROM EXACTLY MEETS THE SPECIFICATIONS
OUTLINED IN YOUR LETTER OF AUGUST 9. IN SOUNDING MAGNOHROM OUT
WE HAVE DISCOVERED THAT AT ONE TIME THEY HAD BEEN CARBORUNDUM
U.K.'S EXCLUSIVE AGENT FOR REFRACTORIES. THIS ARRANGEMENT WAS
DISSOLVED A FEW YEARS AGO DUE TO THE LACK OF BUSINESS. HOWEVER,
AT THAT TIME THEIR CONTRACT COVERED ONLY DIRECT SALES OF
REFRACTORIES OF WHICH MAGNOHROM IS THE LARGEST MANUFACTURER IN
YUGOSLAVIA. THERE ARE NO HARD FEELINGS ON MAGNOHROM'S PART, AND
I AM SURE CARBORUNDUM U.S. CAN CONSULT WITH CARBORUNDUM U.K.
ABOUT THEIR PAST RELATIONSHIP WITH MAGNOHROM.

AT PRESENT MAGNOHROM PRODUCES MAGNESITE, MAGNESIA-BASED
REFRACTORIES, AND HOUSEHMMMD THERMO-STORAGE HEATERS. TWO
ARTICLES FROM OUR FILES ON MAGNOHROM ARE BEING SENT TO YOU UNDER
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SEPERATE COVER. CARBORUNDUM MAY WISH TO WRITE TO MR. SLAVOLJUB
MIZRAKOVIC, FOREIGN TRADE MANAGER, MAGNOHROM, KNEZ MIHAILOVA 52,
11000 BELGRADE, TELEX: 17630, TELEPHONE 625-466.

OTHER PROSPECTS WHICH APPEAR TO MEET CARBORUNDUM SPECIFICATIONS
ARE: SAMOT, RUDNICI I INDUSTRIJA SAMOTA, PP 1, 34300
ARANDJELOVAC, ING. DRAGOLJUB RAJKOVIC, DIRECTOR GENERAL,

TELEX: 17119, TELEPHONE 86-511; KOLUBARA, RUDARSKO ENERGETSKO
INDUSTRIJSKINYOMBINAT, 14 0 VREOCI, MR. MILAN MILETIC,
DIRECTOR GENERAL, TELEX: 12428, TELEPHONE 81-311.

OTHER POSSIBLE CONTACTS ARE: PARTIZAN, PRILEP; ELKA, ARANDJELOVAC,
PRIVI MAJ, LESNICA; AND CRENA ZVEZDA, PEHCEVO (MACEDONIA).
CARBORUNDUM'S AGENZGIN SKOPJE/(PLEASE SUPPLY NAME) PROBABLY HAS
RECOMMENDED PEHCEVO. ALL OF THESE FIRMS ARE RELATIVELY SMALL
AND/OR ISOLATED AND PROBABLY WOULD NOT BE SUITABLE CONTACTS FOR
CARBORUNDUM. SINCERELY, ROBERT BRUCE MCMULLEN, AMERICAN EMBASSY,
BELGRADE, YUGOSLAVIA, TELEX: 11529.
EAGLEBURGER

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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Message Attributes

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